

REPLACEMENT SHEET

1/45

Fig 1  
Fig 1A    Fig 1B

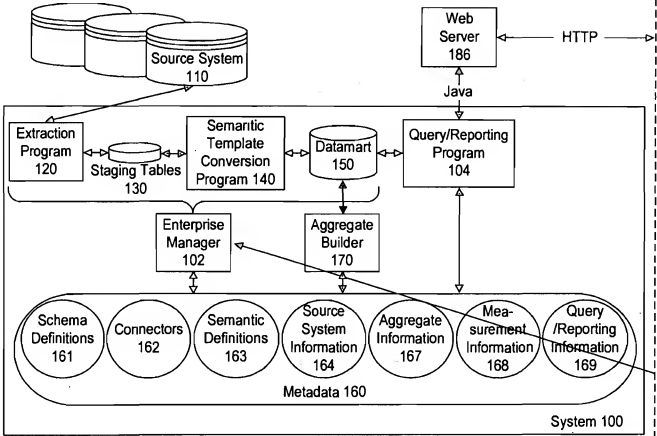


Figure 1A

# REPLACEMENT SHEET

2/45

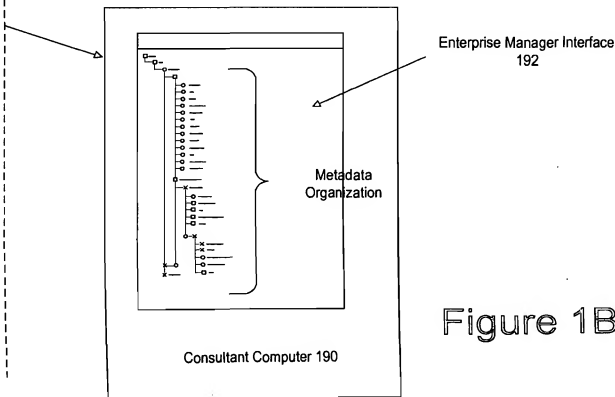
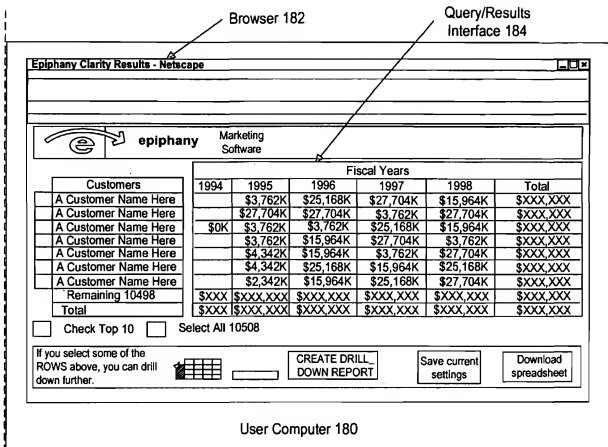


Figure 1B

## REPLACEMENT SHEET

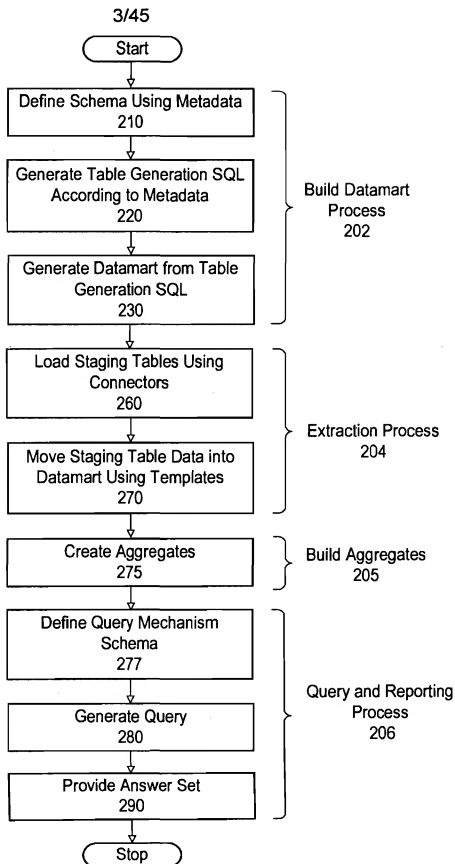


Figure 2

# REPLACEMENT SHEET

Fig 3

Fig 3A	Fig 3B	Fig 3C
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## Schema Definition

4/45

agg\_fact 340

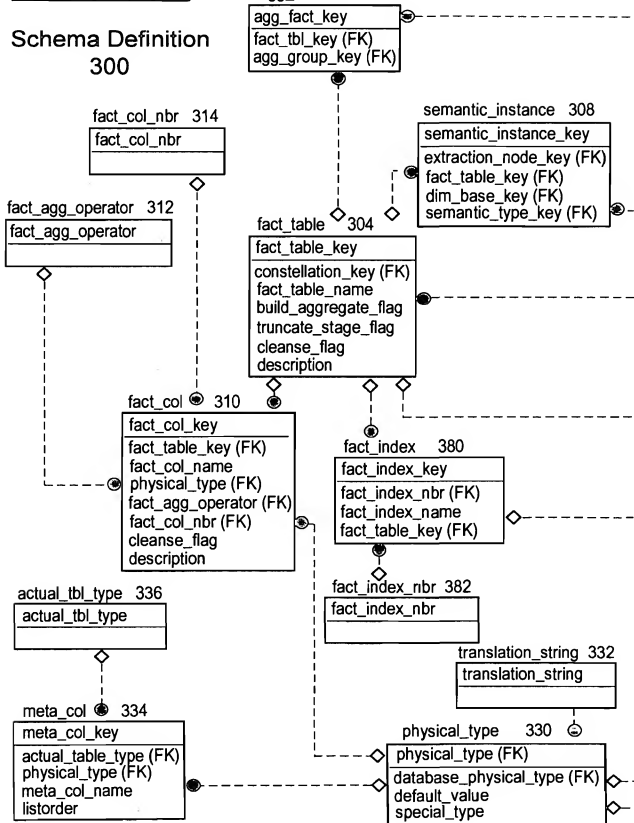


Figure 3A

# REPLACEMENT SHEET

5/45

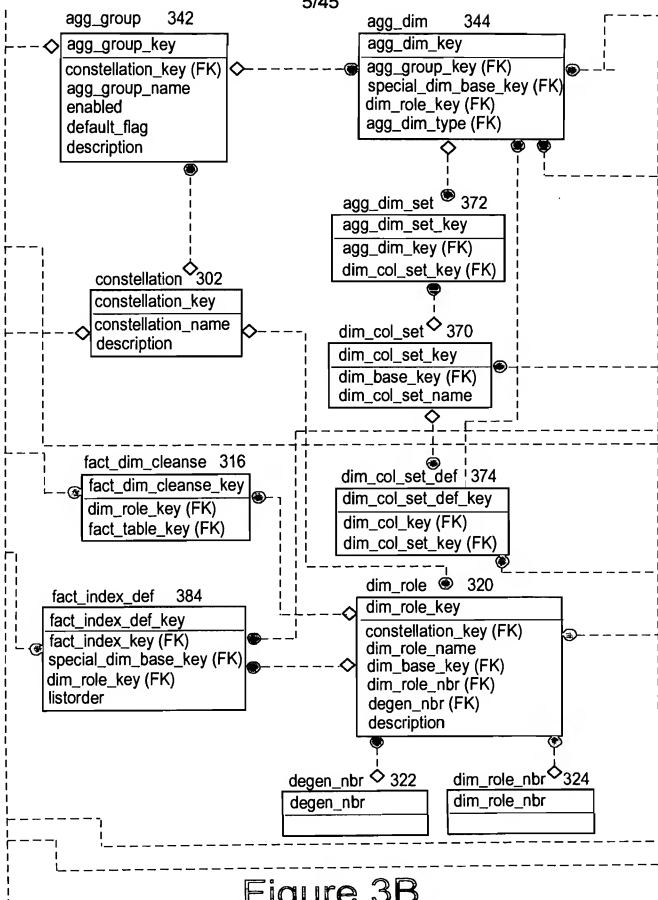


Figure 3B

# REPLACEMENT SHEET

6/45

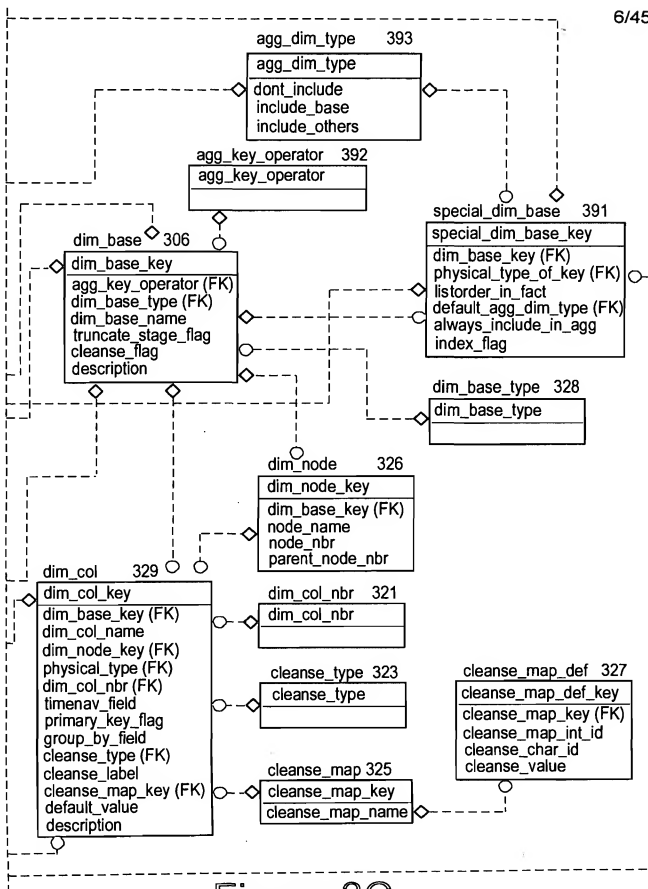
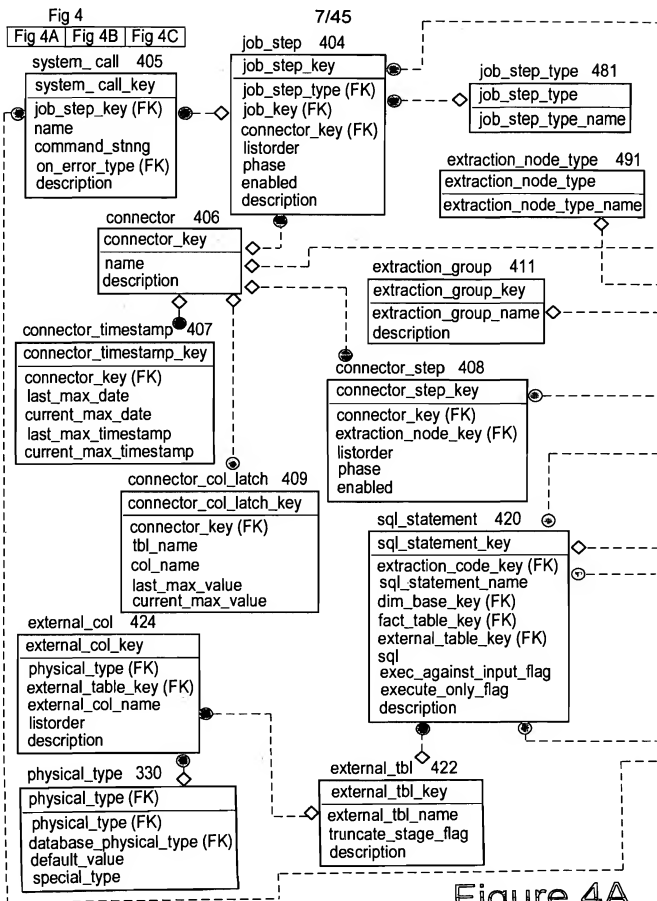
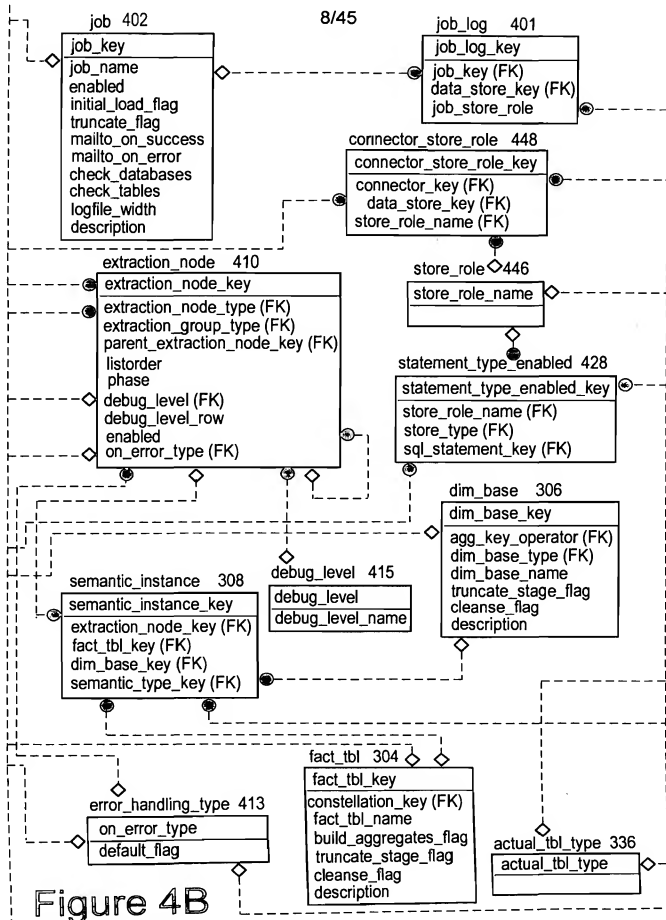


Figure 3C

# REPLACEMENT SHEET



## REPLACEMENT SHEET







# REPLACEMENT SHEET

Fig 5

Fig 5A Fig 5B Fig 5C

## Runtime Schema 500

bus\_process 570

process_key
process_name

adaptive\_template\_profile 580

token_name
number_rows
listorder

transtype\_0 590

transtype_key
name
description

Figure 5A

Date\_0 560

10/45

date_key
day_name
day_name_char
day_name_char_weekday
day_number_in_week
day_number_in_month
day_number_in_cq
day_number_in_fq
day_number_in_fy
day_number_in_cy
day_number_til_end_cq
day_number_til_end_fq
day_month_end
day_month_begin
day_fq_end
day_cq_end
day_fy_end
day_cy_end
day_fq_begin
day_cq_begin
day_fy_begin
day_cy_begin
week_number
week_number_fy
week_number_cy
week_number_fq
week_number_cq
week_number_til_end_fq
week_number_til_end_cq
week_number_til_end_fy
week_number_til_end_cy
week_monday
week_friday
week_saturday
week_sunday
weekday
month_name
month_number
month_number_in_fq
month_number_in_cq
month_number_in_fy
month_number_in_cy
month_and_fy_name
month_and_cy_name
month_number_til_end_cy
fq_name
fy_name
fq_and_fy_name
cq_name
cy_name
cq_and_cy_name

# REPLACEMENT SHEET

11/45

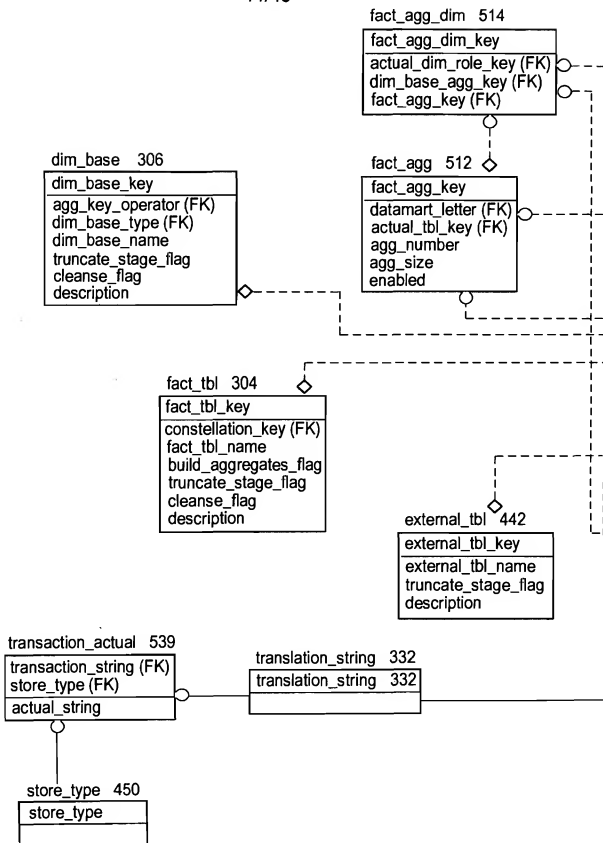


Figure 5B

Figure 5C

# REPLACEMENT SHEET

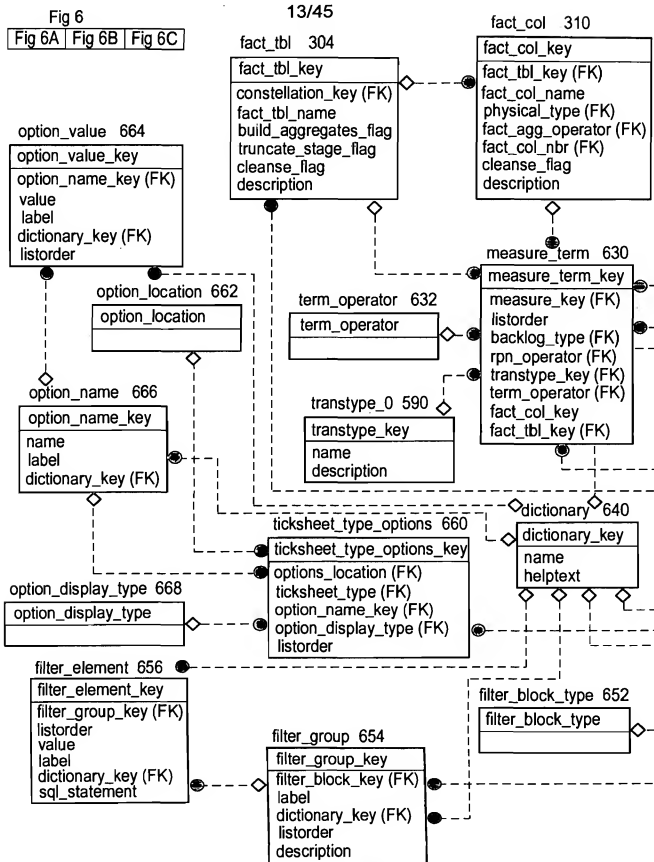


Figure 6A

# REPLACEMENT SHEET

14/45

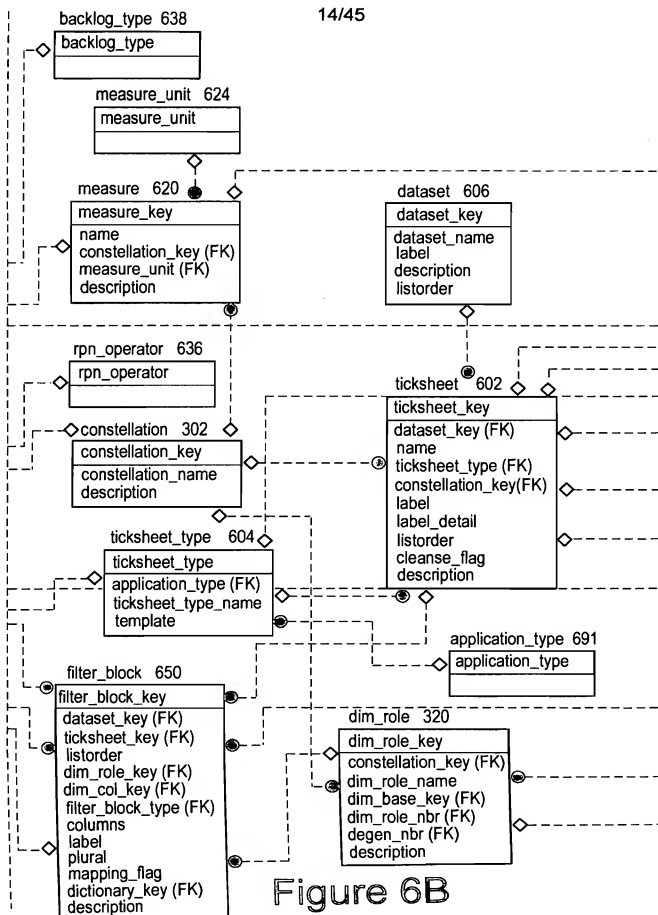


Figure 6B

# REPLACEMENT SHEET

15/45

## Query Mechanism Schema 600

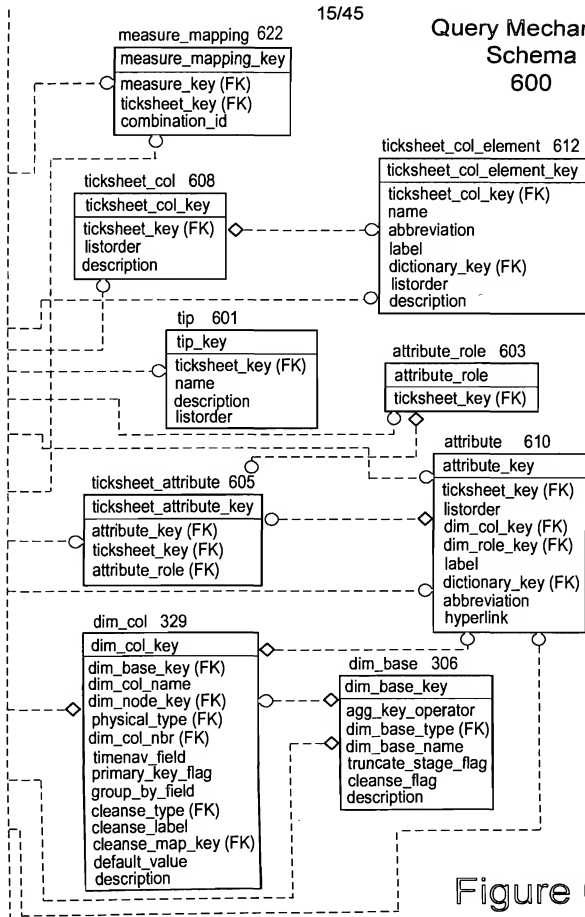


Figure 6C

REPLACEMENT SHEET

16/45

Enterprise  
Manager  
Interface  
192

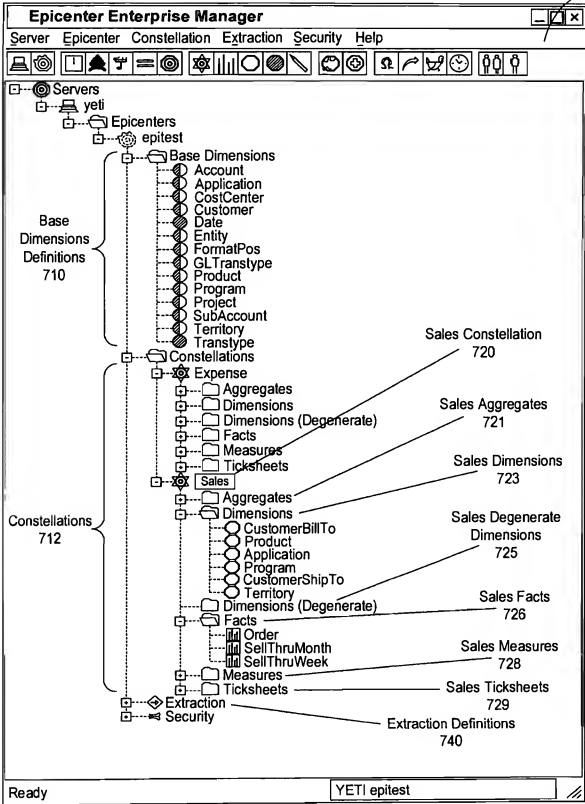


Figure 7



## REPLACEMENT SHEET

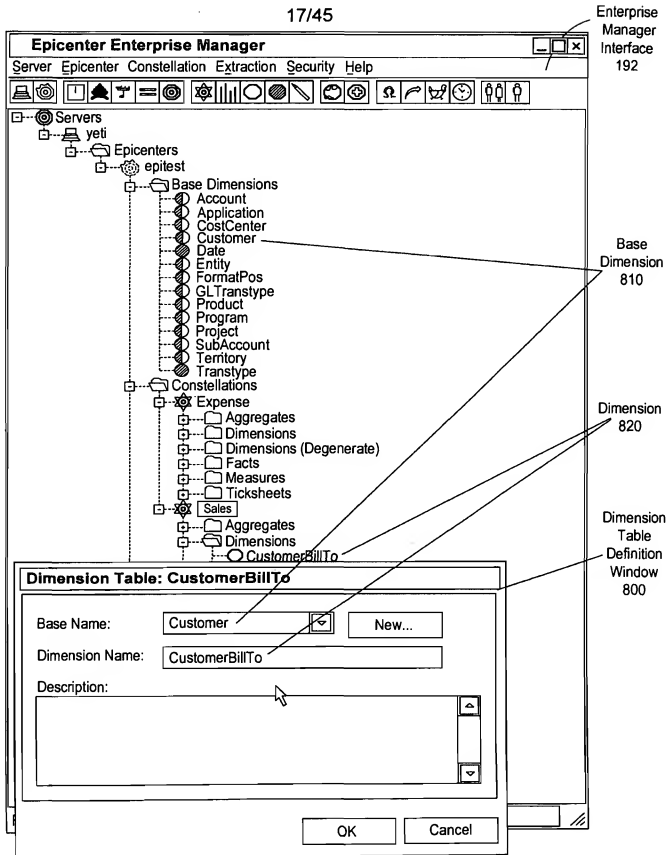


Figure 8

# REPLACEMENT SHEET

18/45

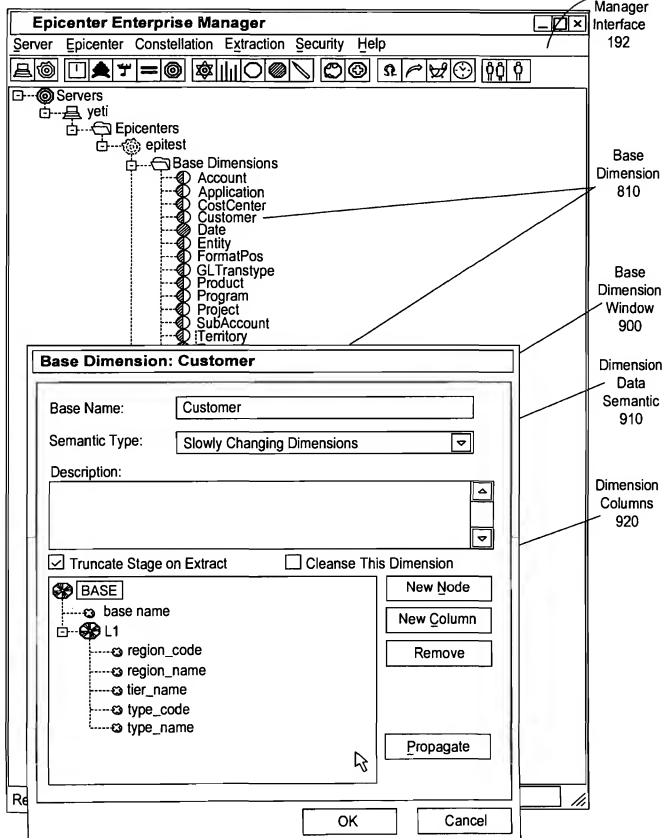


Figure 9

# REPLACEMENT SHEET

19/45

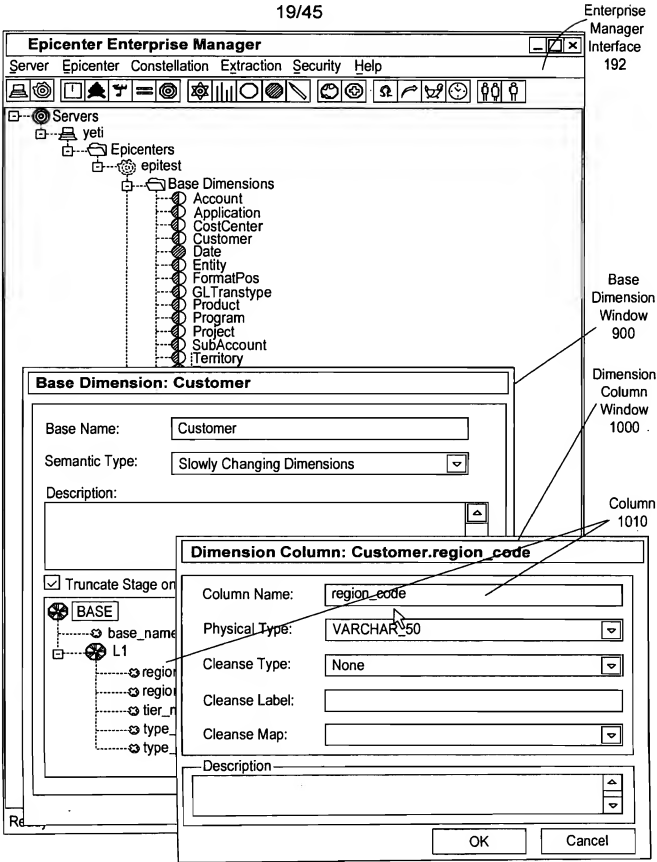


Figure 10

## REPLACEMENT SHEET

20/45

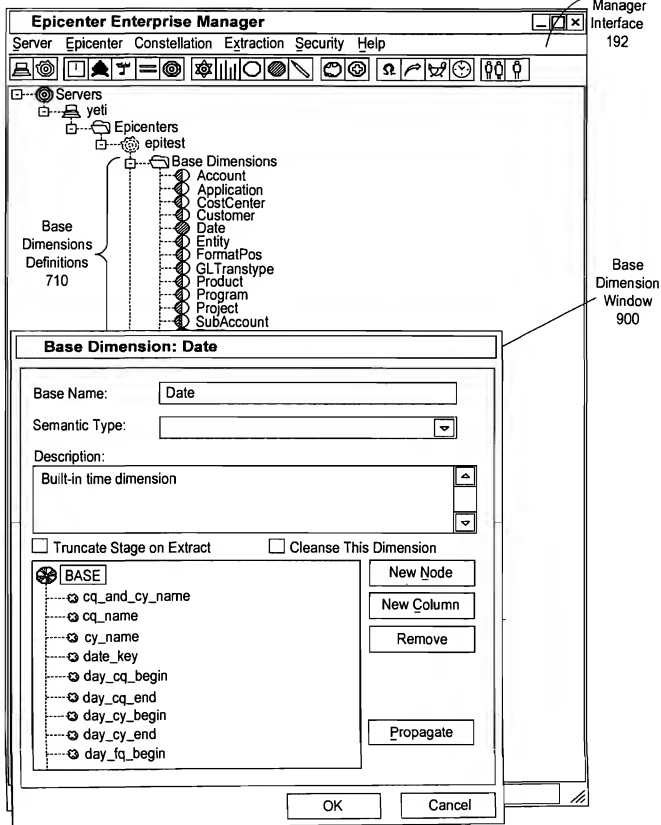


Figure 11

## REPLACEMENT SHEET

21/45

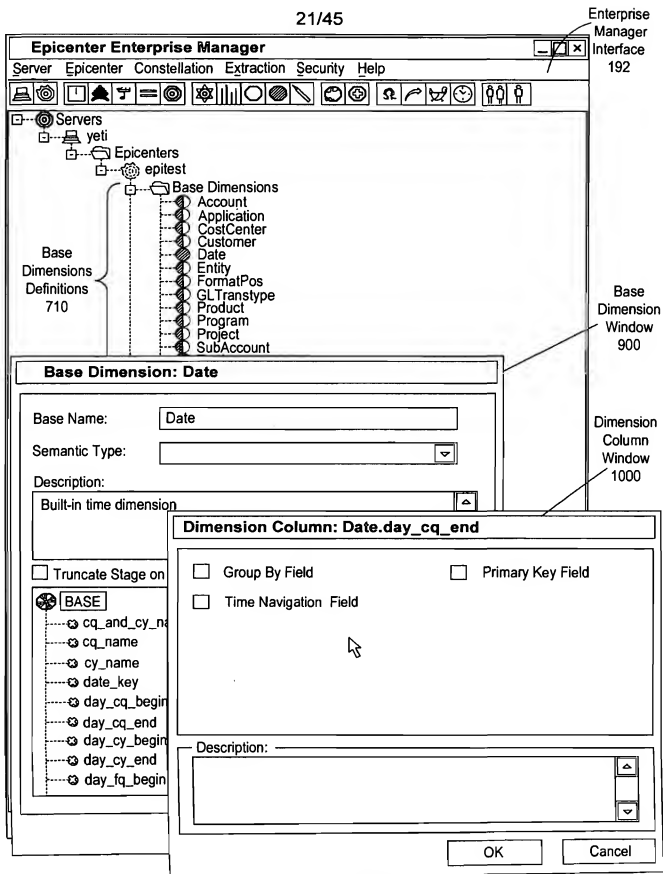


Figure 12

# REPLACEMENT SHEET

22/45

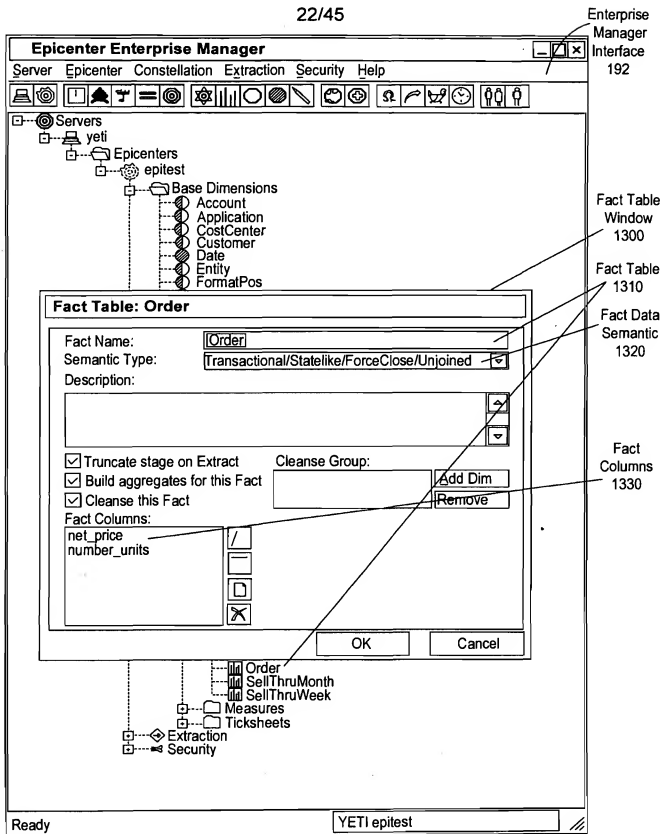


Figure 13

# REPLACEMENT SHEET

23/45

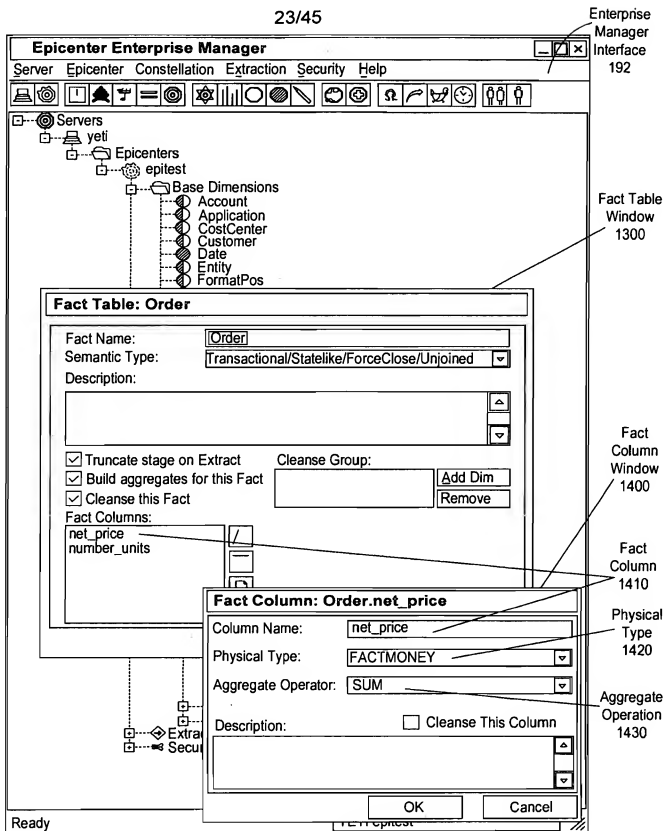


Figure 14

# REPLACEMENT SHEET

24/45

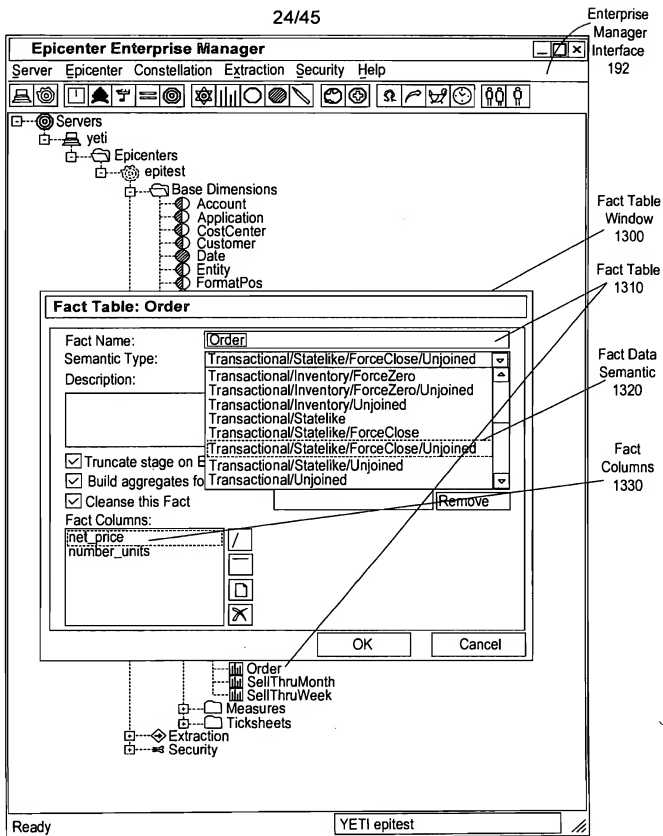


Figure 15



## REPLACEMENT SHEET

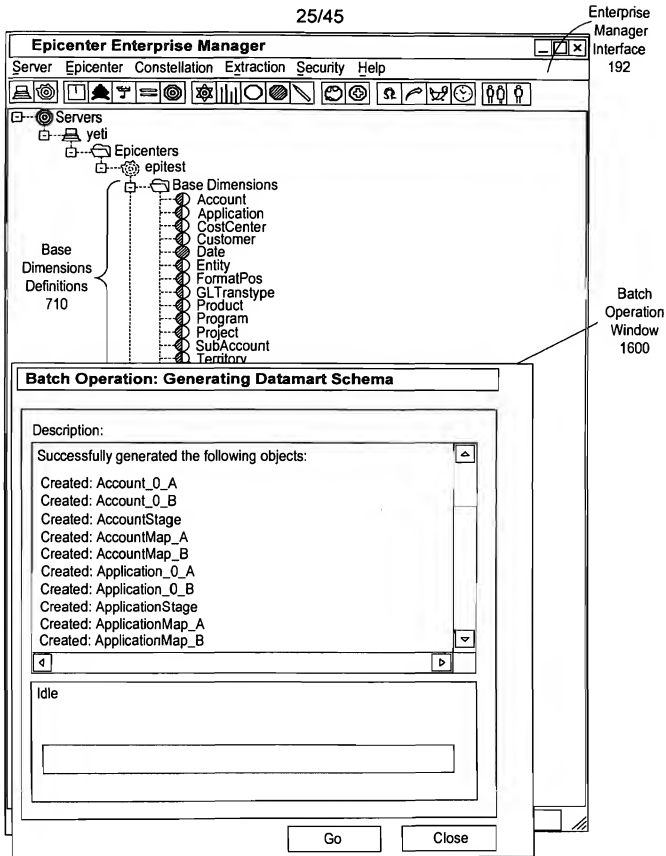


Figure 16

# REPLACEMENT SHEET

26/45

Enterprise  
Manager  
Interface  
192

**Epicenter Enterprise Manager**

Server Epicenter Constellation Extraction Security Help

**Servers**

- yeti
  - Epicenters
    - epitest
      - Base Dimensions
        - Account
        - Application
        - CostCenter
        - Customer
        - Date
        - Entity
        - FormatPos
        - GLTranstype
        - Product
        - Program
        - Project
        - SubAccount
        - Territory

Base Dimensions Definitions 710

**Job: Default**

**General** Job Steps

Job Name: Default ☒ Enabled

Description:

☒ Initial Load ☐ Check Databases  
☒ Truncate Staging Tables ☐ Check Tables Log Width:

Mail On Success:   
 Mail On Error:

Data Store Role: Log

Data Store:	Role
Epimart	Log
EpiMeta	Log
Job Log	Working Directory

Add Role Remove Update

OK Cancel

Job  
Definition  
Window  
1700

Figure 17

## REPLACEMENT SHEET

27/45

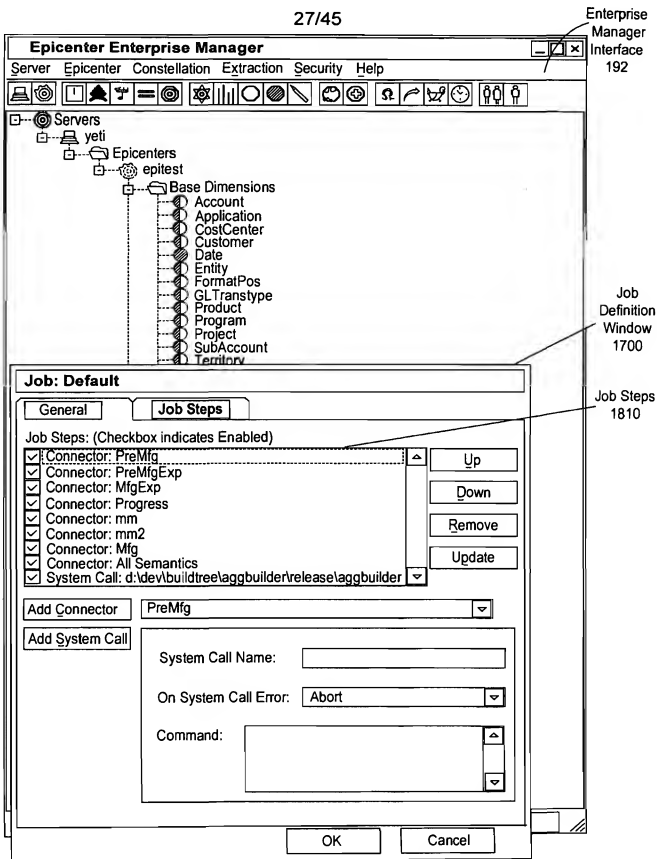


Figure 18

## REPLACEMENT SHEET

28/45

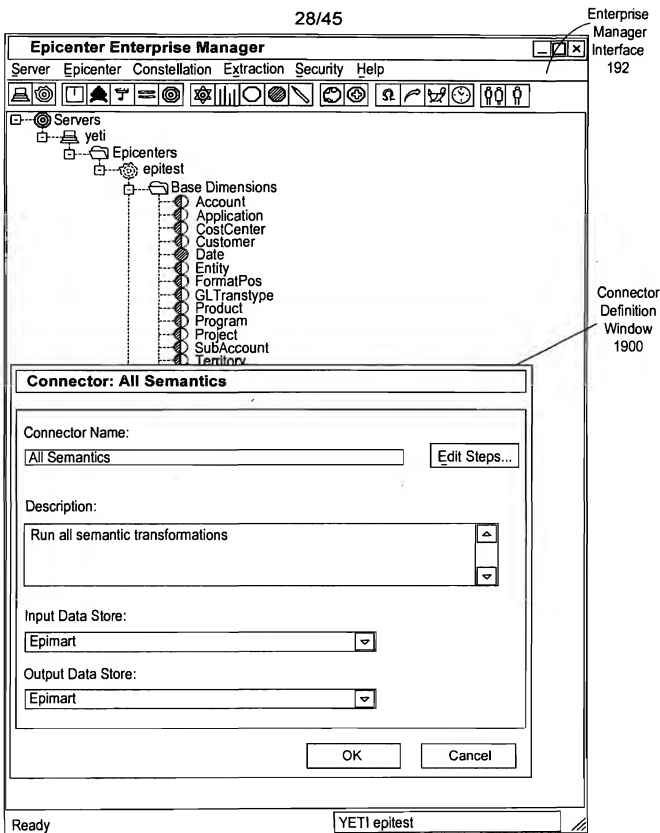


Figure 19

## REPLACEMENT SHEET

29/45

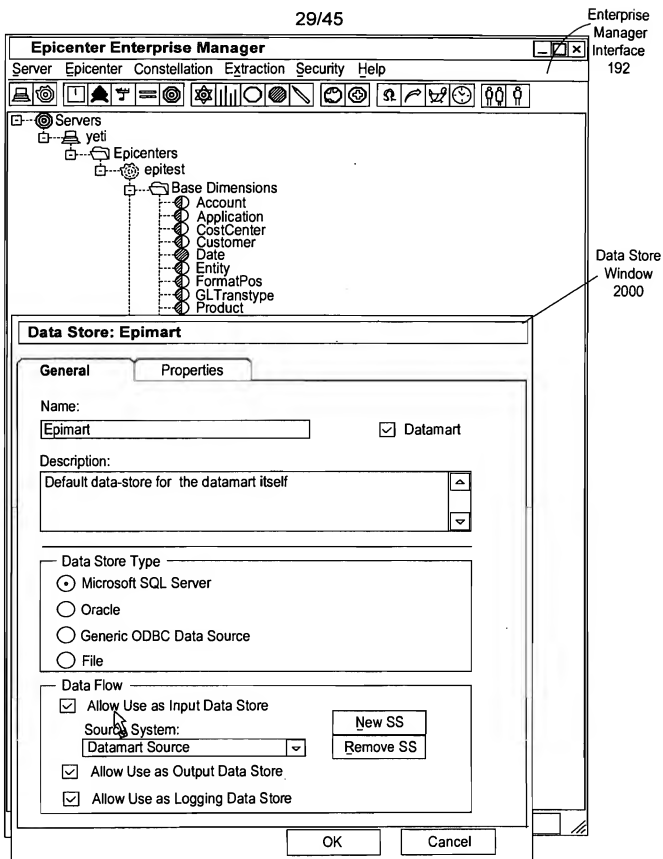


Figure 20

# REPLACEMENT SHEET

30/45

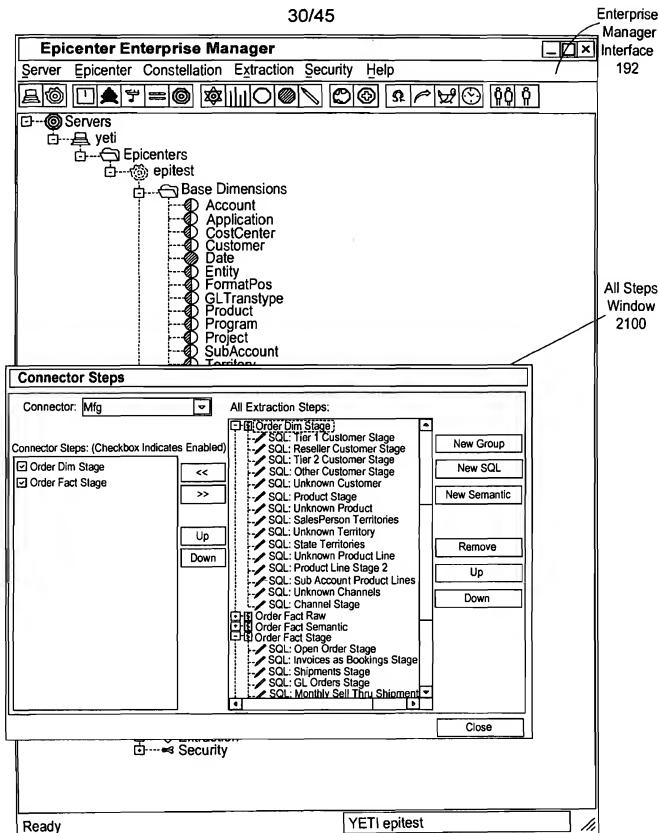


Figure 21

# REPLACEMENT SHEET

31/45

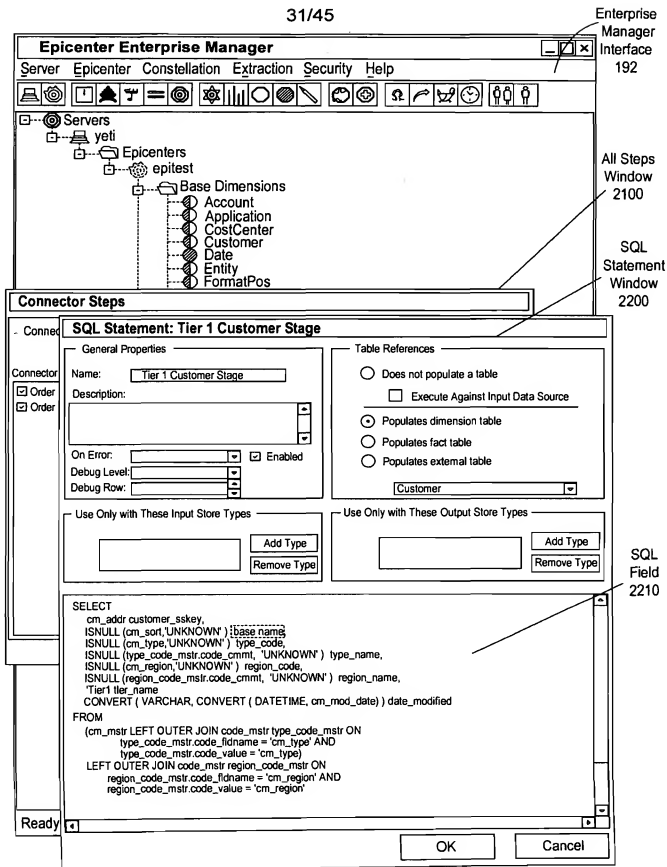


Figure 22

# REPLACEMENT SHEET

32/45

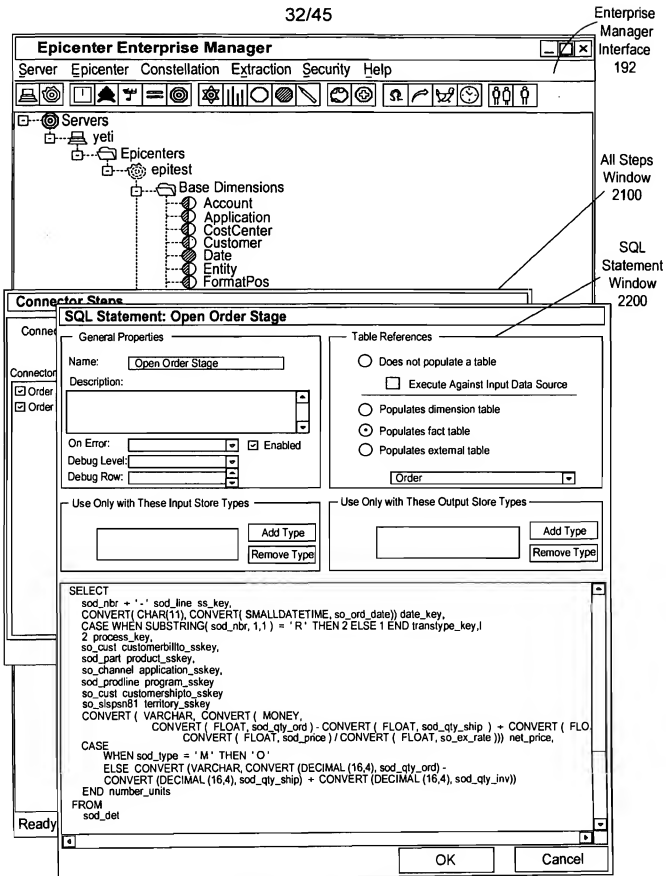


Figure 23



# REPLACEMENT SHEET

33/45

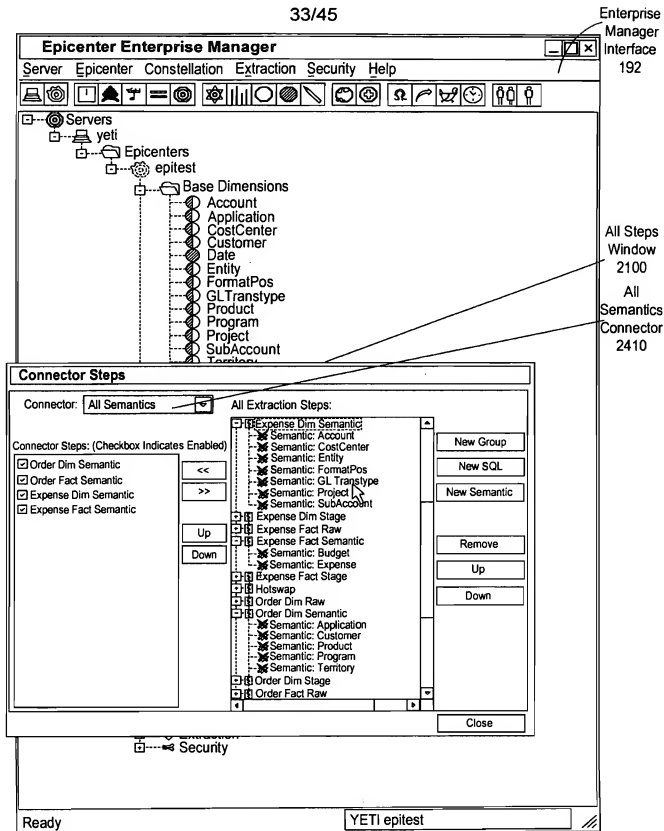


Figure 24

# REPLACEMENT SHEET

34/45

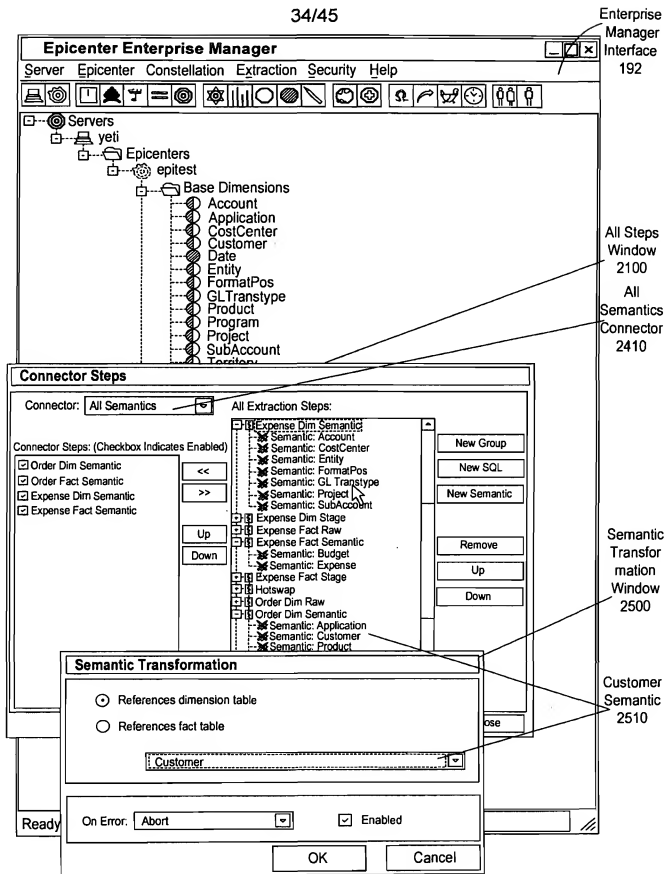


Figure 25

# REPLACEMENT SHEET

35/45

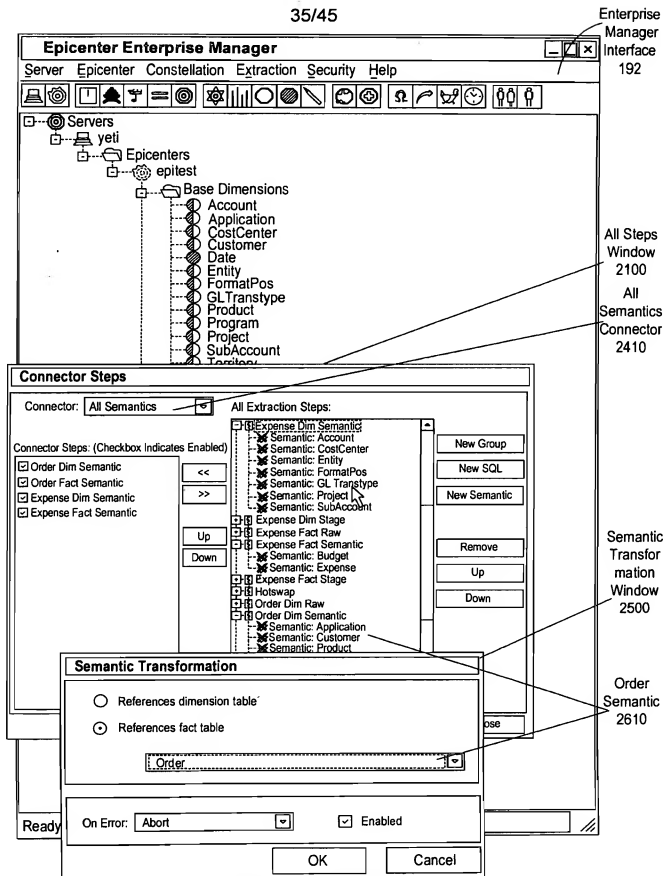


Figure 26

# REPLACEMENT SHEET

36/45

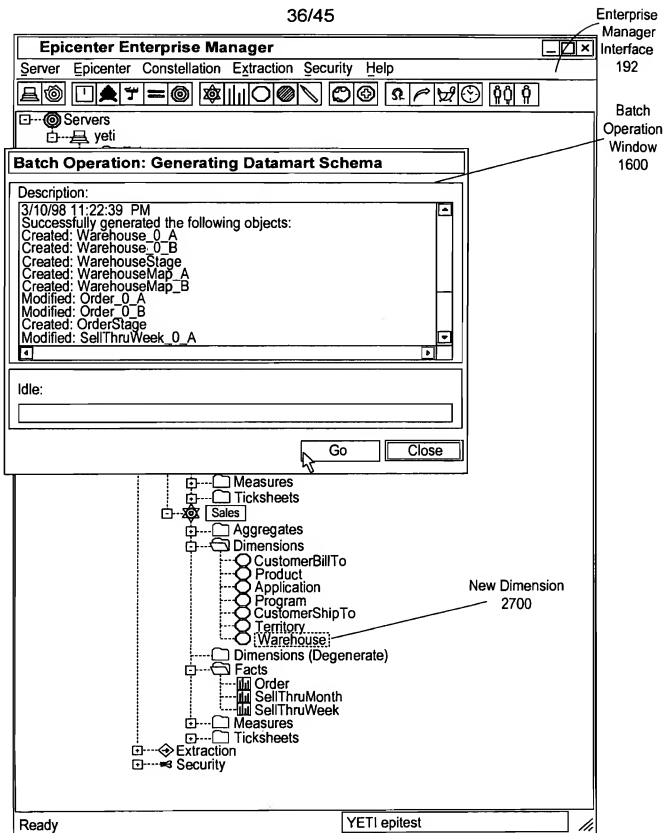


Figure 27

# REPLACEMENT SHEET

37/45

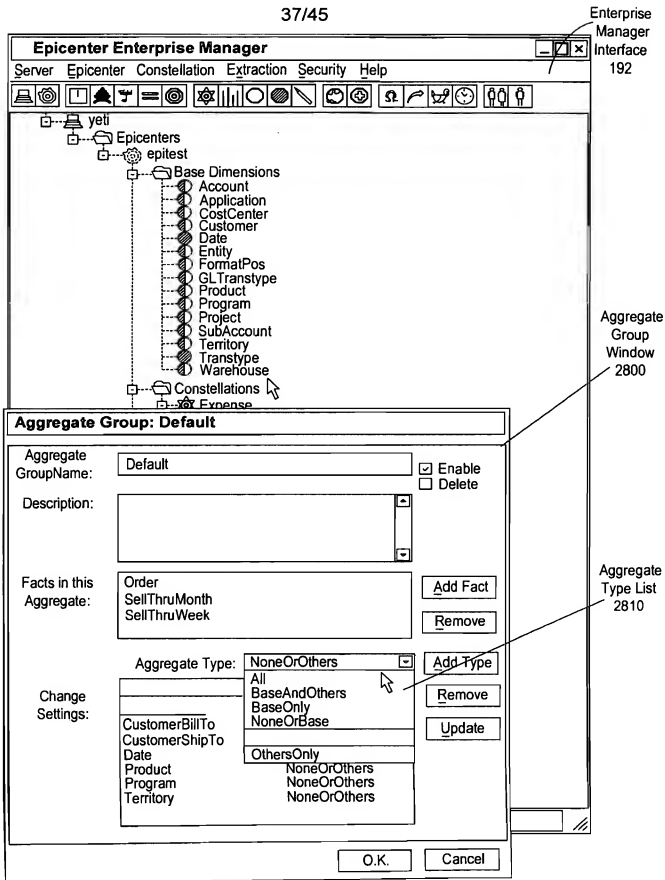


Figure 28

# REPLACEMENT SHEET

38/45

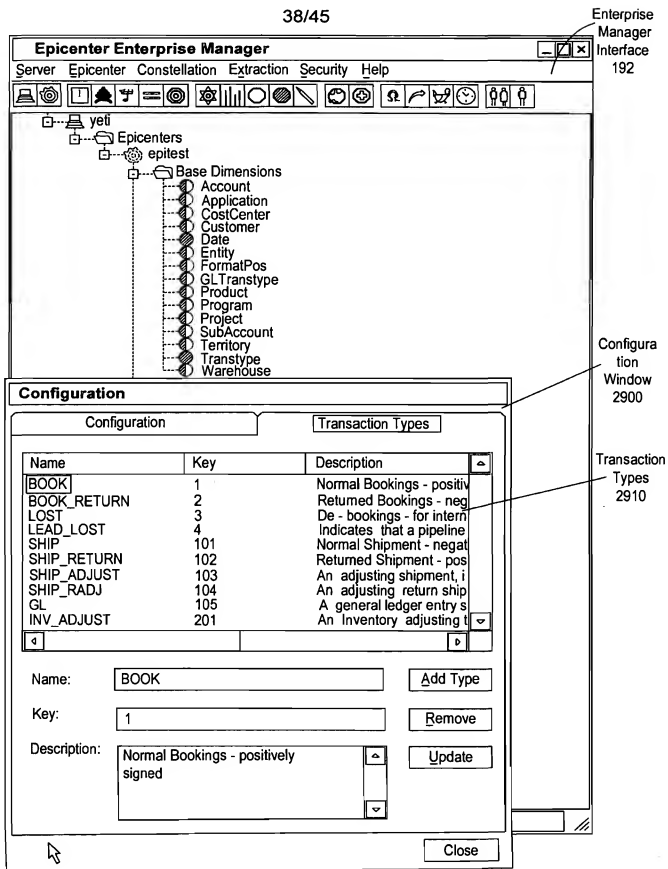


Figure 29

# REPLACEMENT SHEET

39/45

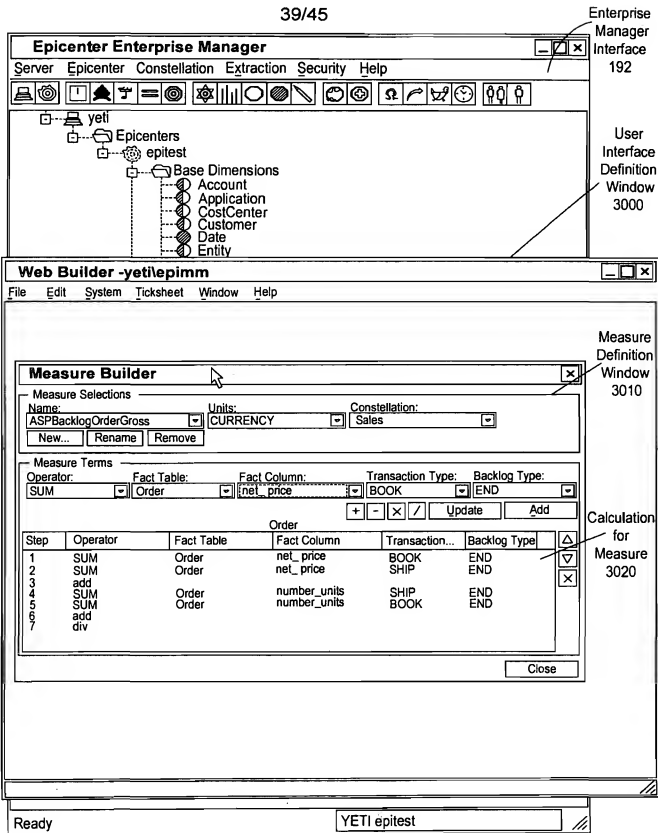


Figure 30

# REPLACEMENT SHEET

40/45

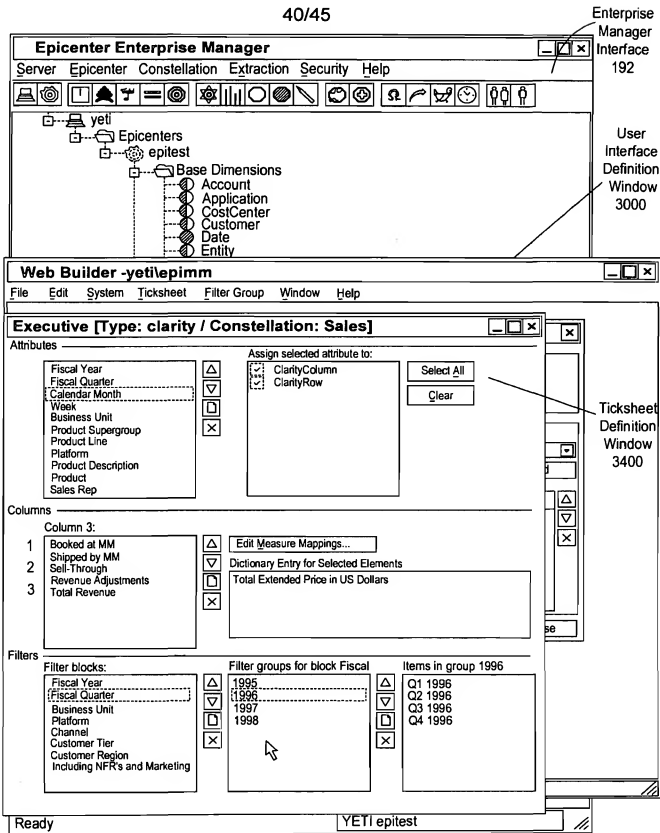


Figure 31



# REPLACEMENT SHEET

41/45

Browser 182

Query/Results Interface 184

Query Form 3200

**Executive Summary**

When you create a report, you will get a table with rows and columns and facts in each cell.

In the rows:  
(down the side)

In the columns:  
(across the top)

Business Unit

Fiscal Year

For the facts in each cell, select at least one from each column below.

Dollar Amount ☒ Gross ☒ Booked at MM

Units ☒ Net ☐ Shipped by MM

ASP ☒ Sell Through ☐ Revenue Adjustments

Total Revenue ☐

After making choices above, click the CREATE REPORT button in the lower left, or first select some Filters or Display Options from the menu in the upper left. You can save your choices for later use with the blue buttons above CREATE REPORT.

Document Done

epiphany

Marketing Software

File Edit View Go Communicator Help

Back Forward Reload Home Search Guide Print Security Story

Bookmarks Location: http://salium/Executive.html

Clarix Home

Clear

Rows, Columns, Facts

Display Options

Filters

Fiscal Year

Fiscal Quarter

Business Unit

Platform

Channel

Customer Tier

Customer Region

NFRs and MarketMids

Help

Serve current settings

Use: Delete:

Create Report

Figure 32

# REPLACEMENT SHEET

42/45

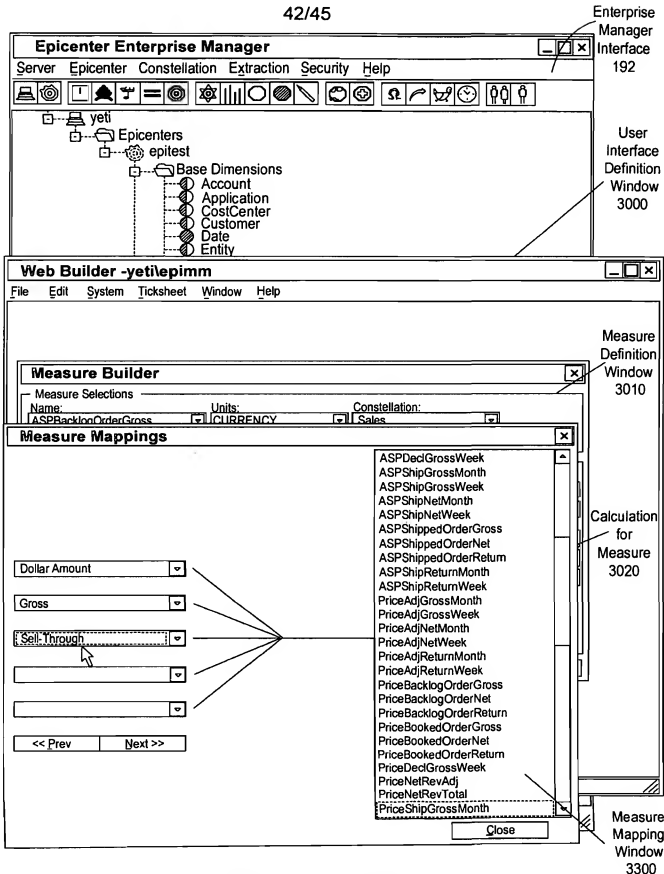


Figure 33

# REPLACEMENT SHEET

Browser 182

Query/Results Interface 184

Query Form 3200

43/45

**Clarity for Sales - Netscape**  
File Edit View Go Communicator Help

Back Forward Reload Home Search Guide Print Security Story

Bookmarks Location: <http://tsatum/Orders.html>

**epiphany** Marketing Software

Clarity Home

- Clear
- Rows, Columns, Facts
- Display Options
- Filters
- Fiscal Year
- Fiscal Quarter
- Calendar Month
- Business Unit
- Product Line
- Product Supergroup
- Platform
- Product Language
- Product SKU
- Sales Rep
- Channel
- Customer Type
- Customer Region
- Customer

Help

Use:  Delete:

Create Report

Document Done

**Clarity for Sales**

When you create a report, you will get a table with rows and columns and facts in each cell.

In the rows: (down the side)

In the columns: (across the top)

Fiscal Year

For the facts in each cell, select at least one from each column below.

☒ Dollar Amount ☐ Booked ☒ Gross

☐ Units ☒ Shipped ☐ Net

☐ ASP ☐ Backlog ☐ Returns

After making choices above, click the CREATE REPORT button in the lower left, or first select some Filters or Display Options from the menu in the upper left. You can save your choices for later use with the blue buttons above CREATE REPORT.

Figure 34

# REPLACEMENT SHEET

44/45

Browser 182

Query/Results Interface 184

Results 3500

Epiphany Clarity Results - Netscape

File Edit View Go Communicator Help

Back Forward Reload Home Search Guide Print Security Story

Bookmarks Location: http://salum/Orders.html

Marketing Software

Dollar Amount / Skipped / Gross as of 12/20/97 09:00:00

		Fiscal Years					Total
		1994	1995	1996	1997	1998	
Customers	A Customer Name Here		\$3,762K	\$25,168K	\$27,704K	\$15,964K	\$XXX,XXX
	A Customer Name Here		\$2,242K	\$2,235K	\$7,457K	\$27,704K	\$XXX,XXX
	A Customer Name Here		\$592K	\$6,537K	\$7,457K	\$7,457K	\$XXX,XXX
	A Customer Name Here		\$3,762K	\$6,228K	\$5,606K	\$5,606K	\$XXX,XXX
	A Customer Name Here		\$3,762K	\$5,149K	\$5,606K	\$25,168K	\$XXX,XXX
	A Customer Name Here		\$2,242K	\$25,168K	\$5,606K	\$2,235K	\$XXX,XXX
	A Customer Name Here		\$690K	\$2,235K	\$7,224K	\$27,704K	\$XXX,XXX
	A Customer Name Here		\$1,890K	\$15,964K	\$25,168K	\$15,964K	\$XXX,XXX
	A Customer Name Here		\$1,101K	\$6,537K	\$2,235K	\$7,457K	\$XXX,XXX
	A Customer Name Here				\$5,606K	\$3,762K	\$XXX,XXX
	Remaining 10498	XXX	XXX,XXX	XXX,XXX	XXX,XXX	XXX,XXX	XXX,XXX
	Total	XXX	XXX,XXX	XXX,XXX	XXX,XXX	XXX,XXX	XXX,XXX

☐ Check Top 10
 ☐ Select All 10508

CREATE  
 DRILL DOWN  
 REPORT

Save current settings

Download spreadsheet

In the rows: Customer

If you select some of the ROWS above, you can drill down further.

Document Done

Figure 35

# REPLACEMENT SHEET

45/45

Browser 182

Query/Results Interface 184

Option Form 3600

Clarity for Expenses - Netscape

File Edit View Go Communicator Help

Back Forward Reload Home Search Guide Print Security Story

Location: <http://asatum/Expense.html>

Bookmarks

Marketing Software

epiphany

Clarity Home

- Clear
- Rows, Columns, Fads
- Display Options
- Filters
  - Fiscal Year
  - Fiscal Quarter
  - Calendar Month
  - Business Unit
  - Product Line Name
  - Product Line Number
  - Cost Center Name
  - Cost Center Function
  - Cost Center Number
  - Entity
  - Account Number
  - Account Name
  - Account 4-digit Number
  - Account Supergroup
  - Account Group
  - GL Description
  - GL Reference and Desc
  - Change In
  - Change Out

The following DISPLAY OPTIONS determine how the facts are presented.

Currency amount: ☐ Millions (M) ☐ Thousands (K) ☐ Ones

Include sums: ☐ of rows (at right) ☐ of columns (across bottom)

Percentages: ☐ each row totals 100% ☐ each column totals 100% ☐ neither

Precision: ☐ 0 decimal places ☐ 1 decimal places ☐ 2 decimal places

Include charts: ☐ 3D ☐ 2D ☐ No

Which rows: ☐ Top 5 ☐ Top 10 ☐ Top 20 ☐ Top 50 ☐ Top 100 ☐ All

Sort rows: ☐ by amount ☐ by row name

You can limit your reports to only a part of the data by using the FILTERS below.

☒ All Fiscal Years ☐ 1996 ☐ 1997 ☐ 1998

Document Done

Use:  Delete:

current settings

Create Report

Figure 36